

# Comparisons of Job Characteristics

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

**Associated Occupation:** First-Line Supervisors of Non-Retail Sales Workers (41-1012)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

|    |  |
|----|--|
| << | Focus occupation element is much lower             |
| <  | Focus occupation element is lower                  |
| 0  | Focus occupation element is at a similar level     |
| >  | Focus occupation element is at a higher level      |
| >> | Focus occupation element is at a much higher level |

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 73

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)  
**Associated Occupation:** First-Line Supervisors of Non-Retail Sales Workers (41-1012)

| Associated Occupation's Key Knowledge Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating |    | Evaluation of Focus Occupation                      |
|--|---------------------------------|--------------------------------|---------------------------|----|---|
| Sales and Marketing                            | 5.2                             | 17.9                           | 20.2                      | >  | Current knowledge level is likely sufficient        |
| Administration and Management                  | 8.4                             | 13.4                           | 9.6                       | << | Extensive education and/or training may be required |
| Economics and Accounting                       | 4.4                             | 13.3                           | 6.4                       | << | Extensive education and/or training may be required |
| Personnel and Human Resources                  | 5.6                             | 12.4                           | 3.2                       | << | Extensive education and/or training may be required |
| Telecommunications                             | 3.9                             | 7.1                            | 4.0                       | << | Extensive education and/or training may be required |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 81

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)  
**Associated Occupation:** First-Line Supervisors of Non-Retail Sales Workers (41-1012)

| Associated Occupation's Key Skills Elements | Average Rating, All Occupations | Associated Occupation's Rating | Focus Occupation's Rating |    | Evaluation of Focus Occupation                               |
|---|---------------------------------|--------------------------------|---------------------------|----|--|
| Monitoring                                  | 9.9                             | 13.6                           | 8.6                       | << | Extensive development of skills in this area may be required |
| Social Perceptiveness                       | 9.1                             | 13.2                           | 12.7                      | 0  | Current skill level may be sufficient                        |
| Instructing                                 | 7.8                             | 12.6                           | 8.9                       | << | Extensive development of skills in this area may be required |
| Management of Personnel Resources           | 6.9                             | 12.6                           | 6.2                       | << | Extensive development of skills in this area may be required |
| Time Management                             | 8.9                             | 12.5                           | 9.1                       | << | Extensive development of skills in this area may be required |

|                                   |     |      |      |    |  |
|-----------------------------------|-----|------|------|----|--|
| Coordination                      | 9.1 | 12.3 | 10.3 | <  | A higher skill level may be required                         |
| Persuasion                        | 7.4 | 11.6 | 15.9 | >> | Skill level is likely more than sufficient                   |
| Systems Evaluation                | 6.4 | 11.6 | 6.1  | << | Extensive development of skills in this area may be required |
| Learning Strategies               | 7.2 | 11.4 | 7.9  | << | Extensive development of skills in this area may be required |
| Negotiation                       | 6.8 | 11.4 | 12.0 | 0  | Current skill level may be sufficient                        |
| Systems Analysis                  | 6.5 | 10.5 | 7.3  | << | Extensive development of skills in this area may be required |
| Management of Financial Resources | 3.3 | 8.1  | 6.6  | <  | A higher skill level may be required                         |
| Management of Material Resources  | 3.7 | 8.1  | 6.2  | <  | A higher skill level may be required                         |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

| Abilities  |                                 | Similarity of Focus Occupation to Associated Occupation: 96 |                           |                                |  |
|--|---------------------------------|---|---------------------------|--------------------------------|--|
| Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)<br>Associated Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012) |                                 |   |                           |                                |  |
| Associated Occupation's Key Abilities Elements   | Average Rating, All Occupations | Associated Occupation's Rating                              | Focus Occupation's Rating | Evaluation of Focus Occupation |  |
| Oral Expression  | 12.4                            | 15.0  | 16.6                      | >                              | Current ability level is likely sufficient         |
| Speech Recognition   | 9.9                             | 13.9  | 13.9                      | 0                              | Current ability level may be sufficient            |
| Speech Clarity   | 10.2                            | 12.3  | 14.7                      | >                              | Current ability level is likely sufficient         |
| Fluency of Ideas   | 7.6                             | 11.0  | 10.4                      | 0                              | Current ability level may be sufficient            |
| Originality  | 7.6                             | 10.7  | 9.5                       | <                              | Some improvement in abilities may be required      |
| Number Facility  | 6.3                             | 10.0  | 7.9                       | <                              | Some improvement in abilities may be required      |
| Mathematical Reasoning   | 6.3                             | 9.8   | 7.3                       | <<                             | Extensive improvement in abilities may be required |

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

| Activities that Both Occupations Have in Common  |                         | Similarity of Focus Occupation to Associated Occupation: 74 |
|--|-------------------------|---|
| <b>Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)</b><br><b>Associated Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)</b> |                         |   |
| Work Activities  | Exclusivity of Activity |   |
| Access media advertising services  | 75                      |   |
| Analyze sales activities or trends   | 74                      |   |
| Conduct sales presentations  | 75                      |   |
| Conduct training for personnel   | 30                      |   |

|  |    |
|--|----|
| Consult with managerial or supervisory personnel     | 60 |
| Make presentations                                   | 13 |
| Prepare reports                                      | 8  |
| Provide customer service                             | 14 |
| Use knowledge of written communication in sales work | 69 |

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: n/a

**Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)**  
**Associated Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)**

### Tools and Technologies

### Exclusivity

Tools and technology data is unavailable for one or both occupations.

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.